

Message Text

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PAGE 01 KUWAIT 02545 291241Z
ACTION NEA-10

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UNCLAS KUWAIT 2545

COMMERCE FOR ITA/BED/CAGNE

DEPT FOR NEA/ARP

E.O. 11652: N/A
TAGS: BBSR, KU
SUBJECT: ADS: STERLING PRECISION EXPORT CO., WEST PALM
BEACH, FLORIDA

REF: (A) KARIKAS/ATCHESON OM OF APRIL 12, 1978,
(B) VEITH/WILSON LETTER OF MARCH 30, 1978, (C) KUWAIT
1242

1. WE APPRECIATE MR. VEITH OF STERLING PRECISION EXPORT CO.
INFORMING US ON THE ADDITIONAL APPLICATION OF WATER WELL
AND BUCKET DRILLS AFTER THE INITIAL ADS SUBMISSION AND
SEARCH. SUCH APPLICATIONS WERE NOT APPARENT TO US, NOR
MENTIONED IN THE PRODUCT LITERATURE.
2. WE WOULD HAVE ALSO APPRECIATED LEARNING WHICH CONTRACTORS
HE MET ON EARLIER VISITS TO KUWAIT THAT SHARED HIS
OPINION ON THE "DE-WATERING" ADVANTAGES OF WATER WELL/BUCKET
DRILLS. THE LOCAL CONTRACTORS WE CONTACTED, ALBEIT NOT THE
ENTIRE MEMBERSHIP OF THE KUWAITI CONTRACTORS' UNION,
INFORMED US THAT THE MOST COMMON METHOD OF "DE-WATERING"
ON SITE ON THOSE OCCASIONS WHEN IT IS NECESSARY IS THE SIMPLE
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PUMP AND THEY SAW NO NEED FOR WATER/BUCKET DRILL APPROACH.
IN THOSE FEW CASES WHERE EXTENSIVE "DE-WATERING" IS NECESSARY,
WELL-POINT SYSTEMS ARE IN USE.

3. KUWAIT HAS ONE SINGLE BRACKISH, I.E. VERY SALTY,
GROUP WATER FIELD IN THE NORTH, WHICH IS USED ONLY AS AN
ADDITIVE TO THE DESALINATED WATER TO GIVE IT "TASTE".

VIRTUALLY ALL OF KUWAIT'S DOMESTIC, COMMERCIAL, AND AGRICULTURAL WATER NEEDS ARE SUPPLIED BY DESALINATION PLANTS.

4. WE DID FIND A FIRM INTERESTED IN THE DIRECT PURCHASE OF NEW AND USED DRILLING EQUIPMENT. STERLING MAY WISH TO CONTACT:

MIJBIL ABDULAZIZ AL SALEH AND CO.
P.O. BOX 195 SAFAT
KUWAIT, KUWAIT
TELEX: AZIZAN 2367 KT
CABLE: TIGER

5. STERLING WOULD HAVE A GREATER CHANCE OF FINDING AGENT/DISTRIBUTORS FOR THE ENVIRONMENTAL CONTROL SYSTEMS, CONSTRUCTION EQUIPMENT, RECREATIONAL EQUIPMENT, ELECTRICAL EQUIPMENT, AND INDUSTRIAL SECURITY SYSTEMS IN KUWAIT SINCE ALL SIX PRODUCT LINES ARE LOCAL GROWTH AREAS. THESE AREAS ARE WITHIN THEIR FIELD OF INTEREST IF OUR READING OF THEIR PROMOTIONAL LITERATURE IS CORRECT.

MAESTRONE

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